DUKE'S TOBACCO TRUST

SAID TO BE A GREATER MONOPOLY THAN STANDARD OIL.

May Yet Teach Farmers and Grain Growers How to Control Trade -Duke's Methods.

New York Letter in Philadelphia Press. Those who speak of the proposed farmers' trust as a satirical proposition and not seriously conceived are not supported in that view by some of the greater trust makers of this city. It has been said often that the very conditions of agriculture, and especially of the raising and marketing of wheat, oats and corn, would of themselves prevent any practicable combination of the various individual interests engaged in any of these vocations. Many believe that it is impossible to control the whole product of any line of agriculture unless, as in the case of sugar cane, the production is limited to a comparatively small district. And yet when this objection was raised last evening by one who regards the farmers' trust as impracticable, the reply made by a financier of New York of far more than local reputation was this: "Why should it be any more impracticable to organize one corporation controlling the marketing of wheat and another grain than it has been for John B. Duke and his associates to purchase the entire tobacco crop of the United States and to a great extent that of the whole world?"

He seemed to realize after he had said this that he had spoken more freely than | tobacco sale and market of Turkey will be he, as a financier, was justified in doing. But, having made the statement, he neither qualified nor denied it, nor did he pretend that it was merely hearsay upon which he based that comment. So, for the first time outside of the circle directly interested, that is to say, Mr. Duke and his associates, came known that this new trust, of itself one of the greatest of all those that have been organized in the United States, has been able to do a hitherto unheard of thing. ometimes our merchants have been able to buy and hold this or that agricultural product after it had been marketed by the farmers. One or two houses usually acting by tacit, if not formal, understanding have frequently controlled the output of tea, so far as the United States is concerned. One house in New York has been the master for years of nearly all of the coffee prod-uct, at least that designed for the United States. But that involves a different method from the one adopted by Mr. Duke. This statement, upon inquiry, was confirmed, that Mr. Duke, through the corporation of which he is the head, recognized as one of the greatest of trusts, has actually purchased and now controls all of the tobacco raised in the United States, excepting isolated and trivial products here and there, 75 per cent. of that raised in Cuba, dominates the Porto Rico tobacco plantations, and has practically secured control of the greater part of the tobacco harvested in every one of the tobacco producing districts in other parts of the world. Furthermore, it is expected that this trust will speedily enter into contracts which will give it the control of practically the entire tobacco growth of the world for the year 1903. Therefore, if organization, financial ability and resources can be so handled as to make it possible to buy so great and widely | put is with a single exception now done by diversified a crop as tobacco is, there seems to be no substantial reason why the farmers, if they are able to perfect an organ-zation, secure the ability for organizing

IT TAKES ORGANIZATION. First of all, however, organization is required. It is less than ten years since Mr. Duke, a bluff, rosy-cheeked, large, brands of cigars manufactured by machinsomewhat unconventional, imperious or self-willed man, who, nevertheless, in private life is a most agreeable companion. first attracted the attention of the financiers and organizers of this city. He was unconventional in the sense that he seemed to care but little for the fashionable pleasures, the luxurious life, the incidental exures, the luxurious life, the incidental excitement which seems to be as greatly desired by those who come to New York after having achieved wealth elsewhere as are great industrial and financial successes. He was known to have been born and bred in North Carolina and to have expanded in business and in purpose so that he went from that State to Richmond. But when he appeared in New York he suggested rather the conventional, far Western type than that of the South. It was presumed that he would be satisfied with his triumphs in which fine generalship, much of it of an original manifestation, had been employed and by means of which he brought about one of the earlier of the trusts, that which obtained almost complete control of the manufacture of cigarettes. In that combination was revealed some of the economic possibilities of combination, as, for instance, the saving in picture and lithographic and other tempting advertising which the competition of cigarette makers had made necessary approximated a million dollars a year, of itself enough to have paid something of a dividend upon the earlier capitalization of

the leaf tobacco market.

Whether Mr. Duke passed on naturally apparently soon to monopolic the world, has been able to from the cigarette trust to greater under- throughout the world, has been able to takings or whether he had the absolute reach across the seas, master Japan, admonopoly which he new possesses in mind from the beginning he alone knows. If he a foothold in France and Great Britain. from the beginning he alone knows. If he contemplated after the cigarette trust was organized the mastery of the various other departments of tobacco manufacture, the prospect, while it might have tempted a man of great daring and ability because of the difficulties that were to be surmounted. the difficulties that were to be surmounted, would have completely checked any who did not possess great audacity, great constructive ability and the power of persuading men. There was first of all what is called the plug tobacco, a great business in itself, and in the hands of many manufacturers. There was next the manufacture of snuff, not so widely distributed, since the snuff-taking habit is somewhat limited. There was the fine-cut chewing tobacco, a business of enormous proportions, and controlled by several independent manufacturers, each of whom seemed to be perfectly intrenched, having command of his own market. And then there was the cigar business in some respects the most difficult

proposition of all. COMBINED WITH DUKE. Mr. Duke's organization, however, was so perfected that he at last obtained control of so many of these differing kinds of tobacco manufacture that it was said of him that he was a true monopolist. But the keen, searching eye of William C. Whitney and that of his next friend, Thomas F. Ryan, and of others who know where opportunities lurk and how best to seize them, recognized the work Mr. Duke and his associates were doing, so that they established, undoubtedly with the deliberate intent of ultimate marriage with Mr. Duke's company, a rival. They had everything that Mr. Duke possessed except an encyclo-pedic knowledge of the tobacco trade, and of tobacco growth and manufacture. The ability of that kind which they lacked they bought. Their resources so far as financing ability and cash were concerned were greater than Mr. Duke was able to command. Therefore, each of these two groups, recognizing the strength and advantageous position of the other, was persuaded by the same tendencies which brought the various rival steel producing and iron mining and transporting corporations under the control of the United States Steel Trust into one great sponsoring company with control over a great number of individual corporations. A great difference, however, between the steel trust and that created by Mr. Duke and by Mr. Whitney lies in the fact that whereas the steel trust by no means controls or owns all of the steel producing plants or the iron mines or transportation systems, on the other hand the trust of which Mr. Duke is the dominating influence has created an absolute monopoly. This morning dispatches from Havana state that four of the cigar manufacturers of Havana have entered into agreement not to sell their plants or trade their marks or their cigar output to Mr. Duke'a corporation. This, however, will be only a triffing opposition to the monopoly, since Mr. Duke's company now admittedly con-trols 75 per cent. of the factories of Cuba and through that control as large a proportion of the tobacco leaf grown on the

America being thus dominated this great trust looked across the ocean. It was stated this morning upon high authority that negotiations are under way and will probably be speedily concluded by which the concession for the monopoly of the

LAWYER AND ATHLETE



William H. Lewis, Boston's colored assistant United States district attorney, was very popular at college, where he held a fine record as a football player.

granted to Mr. Duke's corporation. It already possesses the monopoly in Japan and, the impression is, will speedily possess through contracts with the French government the concession for the monopoly of

Its desperate battle in Great Britain was after all in many respects a war of Chinese noise. The American trust beat the tomtom, made preposterous and eccentric propositions, all for the purpose evidently of diverting the attention of the British public from the purpose that was really in It was the most peculiar strategy which the creation of this monopoly has made necessary and it seems to have been

No item in the tobacco trade which in comparison with the whole business may seem of trifling importance was neglected.
The monopoly dominated in the Ohio Valley the manufacture and marketing of the humble stoga just as it secured control in the comparatively small leaf tobacco dis-trict of the Connecticut River Valley of the market for Connecticut's seed leaf. There were, of course, some independent growers of leaf tobacco who remained independent, but they were benefited rather than harmed by this monopoly, since the comparatively few manufacturers of cigars who maintained their independence became eager customers for the tobacco raised by these independents and therefore paid handsome prices for it.

MACHINERY DID IT. Had it not been for machinery it is very doubtful whether Mr. Duke would have been able to perfect this world monopoly. The preparing of tobacco for its various markets and for the many uses to which it is machinery. Machinery rolls and makes cigarettes, grinds and presses plug tobacco, prepares chewing tobacco, handles snuff and directing and the financial support that are necessary, should not as absolutely master the marketing of wheat or corn or being furnished by girls.

both as Mr. Duke and his associates have But the inventive genius has not yet appeared with machinery by which the leaf can be prepared, rolled, tipped and cut so that the perfect cigar is at hand. The cigar must be made by hand excepting that some very cheap and almost unmarketable ery are placed now and then upon the mar-ket. It is this inability to make a perfect machine cigar, and therefore the necessity of depending upon labor for cigar manufacture, 'hat in great measure explains why it is that the tobacco trust does not control the

> Time alone can test the strength of this organization. To-day it appears to be perfect. Mr. Duke has admittedly matched the superb organization built up by John D. Rockefeller in some respects more easily constructive than the tobacco trust, since petroleum as a natural product is confined to a comparatively limited area. Those who are capable of passing judgment speak of Mr. Duke's achievement as fully equal to that of Mr. Rockefeller, presumably as permanent as the Standard Oil has been and otherwise as matching in completeness of organizatiaon and thoroughness of detail and the control of the ablest business minds familiar with the trade, the sugar trust organization created by H. O. Have-

great fir ancial institutions of New York, has been the financial power behind this giant monopoly, and it is inferred that it is that this trust, the most perfect monopoly yet constructed in the United States and If the farmers of the West desire to construct an organization that may place absolutely in their hands through corporate arorganization perfected by John D. Rockefeller, which is a practical monopoly, and the other is the complete monopoly perfected within the past five years and of which John B. Duke is the dominating in-

The news of this morning telling of the command of 75 per cent. of the cigar manufacture of Cuba, telling also of the advanced negotiations with Turkey and the admission that Mr. Duke and his company have bought the entire tobacco crops not only of the United States but practically of the world illustrate the perfection of this trust organization.

NO POISON Has Ever Been Found in the Enamel of AGATE NICKEL-STEEL The BLUE LABEL Protected by Decision of United States Court Pasted on Every Piece PROVES IT. If substitutes are offered, write us This trac

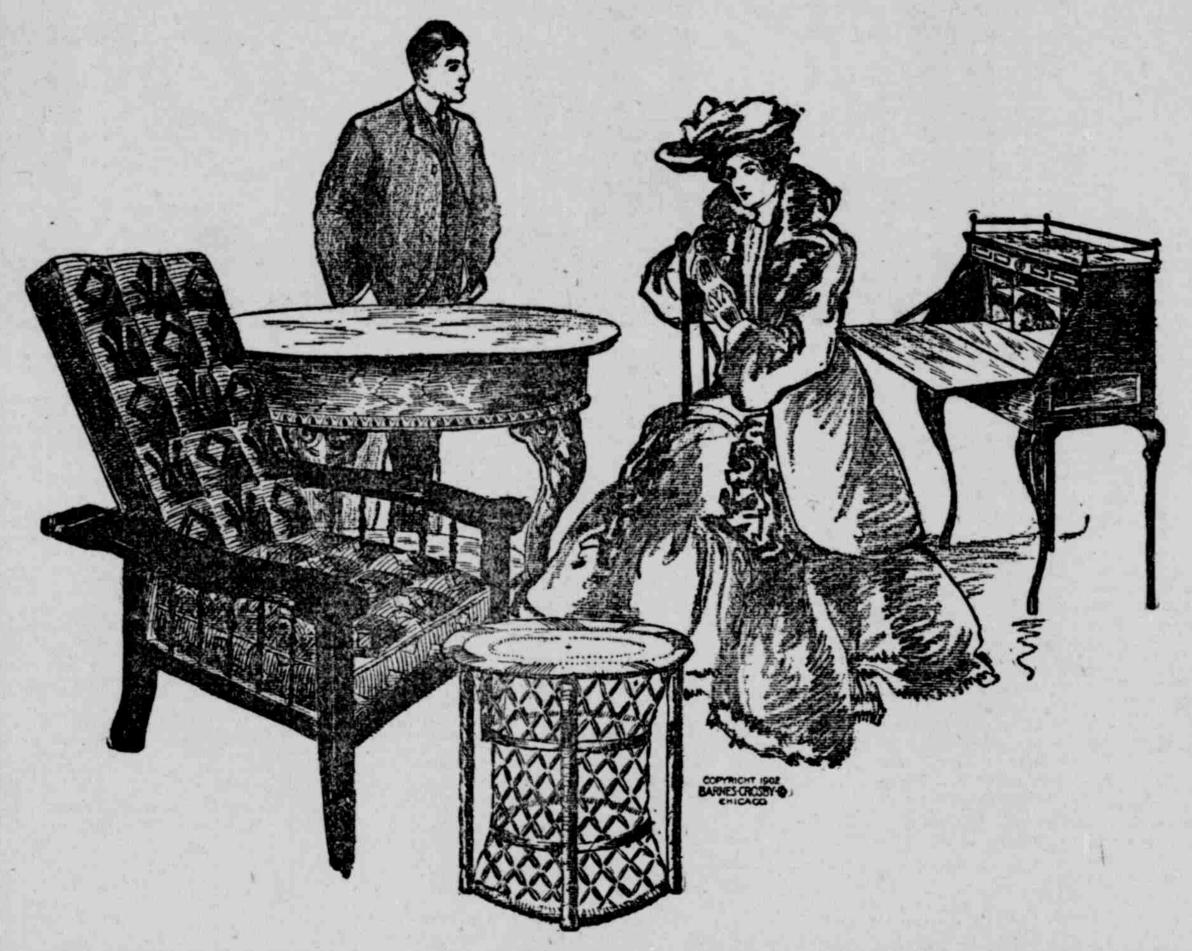
LALANCE & GROSJEAN MFG. CO.



Annual February Clearance of Dress Goods Remnants. The Shoe Dep't Offers Phenomenal Values This Week.



Our First Advance Sale of Furniture



THIS great FURNITURE Department was opened late last October-too late in the season to show the public properly how well we are equipped for the Furniture business. But commencing this month there will be an annual advance sale of Furniture here each February, during which we shall offer the very best makes, the newest and best designs at prices lower than like Furniture has ever been offered in this city.

The First One Opens To-Morrow

We have prepared for it with all the services at the command of this great establishment. Orders were placed two months ago with prominent manufacturers in great quantities-every cash discount and all of the benefits due to large buying have lessened the cost to us and to make this February sale one long to be remembered we have priced every piece at the smallest possible margin of profit because we want you to know this department.

The Entire Fourth Floor is Filled With Choice Pieces at Popular Prices

Three-piece Bedroom Set, like cut, made of hard wood, golden oak finish, regular \$14.75 Three-piece Bedroom Set, golden oak, with swell top drawer dresser, 24x30 oval glass, finely

We are showing our new spring line of Go-carts with the new automobile easy running gear and heavy tires; folding Go-carts for street \$4.00 use \$3.50 to.....\$4.00 Costumers, golden oak or mahogany finish, like cut, regular price \$1.25,

anteed, regular price \$26.00, now *****

Three-piece Bedroom Set, quartered oak, full swell front with 28x32 front, 28x32 pattern \$58.75 glass, regular price \$75.00, now..... China Closets, golden oak, mirror in back, three feet four inches wide, round glass ends, regular price \$21.00, for.....\$16.25 Sanitary Steel Couch, a bed suited for flats, comtress.....\$11.50 Brass Bed, 11-inch posts, best lacquer finish, guar-

Iron Beds, 75 styles to select from, all \$30.00 colors, \$1.75 to...............

Brass Bed, 2-inch post, bow foot, seven spindle

center, ornamented posts, regular \$27.50 price \$35.00

Extension Table, golden oak, 48-inch round top, extends to eight feet long, pillar center leg, regular price \$20.00, now......\$16.25

Extension Dining Table, golden oak, six feet long, regular price \$6.50, now.....\$4.75

MATTRESSES See the Reliance Felt Mattress, warranted not to pack or become hard; made expressly for H. P. Wasson & Co.

ODD DRESSERS Golden oak Dressers, 24x30 glass, \$15.00

Dressers, genuine mahogany, 24x30 glass, cast brass

trimmings, \$25.00 value.....\$20.75 Indianapolis's Greatest Shoe Sale Opens To-Morrow

Close to 18,000 pairs of Ladies', Misses' and Children's Shoes arrived last week, bought by our department chief from three of the largest factories in the East. Never mind the tiresome details of how he secured them so much under price. They're here and a comparison will convince you that not a pair offered but is a third less than you can buy them for elsewhere.

A new and comfortable line of ladies' patent kid Ladies' damp proof box calf lace Shoes, heavy vici and emanel leather lace Shoes, light and heavy soles, all styles of toes, regular \$1.98 price \$3.50, now.

Ladies' \$3.50 and \$5.00 Shoes, patent and vici kid. box calf and enamel leather, light and heavy

soles, no rubbers required for them, a \$1.98 Ladies' button Shoes, turn and welt, light C1 02 and heavy weight, \$3.50 value, for..... \$1.90 OUR SPECIAL-Ladies' vici kid lace Shoes, Louis XIV heel, the kind that sells at \$1.98

heel, regular \$5.00 values......\$2.97 Ladies' patent kid lace Shoes, opera Ladies' three-strap patent and vici kid Slippers, Cuban and French heel, good value CI 02 Ladies' vici kid Oxfords, patent kid tops, French and Cuban heels, all spring styles, a \$1.98

Misses' patent leather \$2 lace Shoes, vici \$1.48 kid and box calf, heavy soles; special at.. \$1.48 Children's lace and button Shoes, in plain and patent leather, sizes 1-6, \$1.25 values. 89c Infants' lace and button kid Shoes, 50c values......39c Ladies', misses' and children's Rubbers,

A Feast of Bargains To-Morrow

We got through invoicing stock last night and every department manager has instructions to pick out all the odds pieces, odd lots, and remnants of goods. They go on sale to-morrow at half and less than half value. See the fine costumes, coats, millinery, silk petticoats, fine table linens, eiderdown comforts, silk hosiery, underwear, lace robes, suits, etc.

50 CENTS ON THE DOLLAR FOR MANY OF THE CHOICEST GOODS

Fine Table Linens \$65.00 Linen Set, hand drawn work, Napkins to 30.00 Hemstitched Linen 30.00 Hemstitched Linen \$18.75 Sets, with Napkins...... \$21.00 fine hemstitched \$10.00 \$9.00 Imported Bed Spreads, \$5.95 \$4.50 Satin Bed Spreads \$2.25 \$1.75 quilted double Damask 98c Remnants, to 3½ lengths...... \$1.75 quality, damask and huck, 98c \$1.25 Linen Towels, hemstitched, 65c

de-mark is on every piece genuine Agate Ware.	and plain
CAR	\$15.00 high-class burnt \$7.00 Leather Pillows for
	Fine Bedding
100	\$16.50 large Down Comforts, \$7.2
MERCA W	\$10.00 fine mercerized Down \$4.5
Trus ou	\$2.90 hand knotted \$1.5
	\$1.25 hand made Silkoline 7
SCOTEEL !	\$15.00 extra fine White Wool\$8.5
1 8	\$6.00 fine White California \$3.9
WE A SA	\$2.25 Teazle Down \$1.5
MAKE 1520	\$5.00 Bed Pillows, warranted \$2.7
KINDS First-class Department and House-	HPW
og Stores Send for new Booklet.	

Embroidery	Boys' Overcoats
d 10c cambric em- 5c	\$5.00 Coats\$2.
conet embroidery, 6 in. 9c	\$9.00 Coats
mbric Flouncing, 5 to 7121/2c	\$11.00 Coats
conet Skirt Flouncing. 12 25c	\$12.00 Coats
11-Over Embroid- 48c	Ribbons
Swiss Flouncing, 75c 48c	10c Fancy Hair Rib-
Underwear	25c Jacquard Fancy Rib- 1
\$6.50 silk Union \$3.98	5 inch Satin Taffeta Rib-
\$3.50 silk Draw- \$1.98	Hosiery
\$2.50 China Silk \$1.50	Ladies' \$3.00 colored Silk \$1.
\$4.00 long-sleeve \$2.25	Ladies' \$1.50 Novelty Fancy Hose.
White Goods	Ladies' \$1.00 fancyLisle and Cotten Hose
Fancy White Waist-15c	Men's 50c fancy Socks2
and the same state of	

Heavy Fancy White Waist-15c	Men's 50c fancy Socks2
New Fancy P. K. Waist- 20c	Lace Robes
59c Mercerized Fancy Mad- 35c	\$18.50 Robes for
Men's Furnishings	\$12.00 Embroidery Silk Waist \$6.
Men's \$1.50 Silk Neckwear	Dress Goods-Odd Lo
Men's \$1.50 fancy Silk Sus- penders	S5c and \$1.25 Dress Goods 5
Men's \$1.50 Silk Mufflers: 75c	75c Dress Goods for
Men's \$2 and \$1.50 colored \$1.00	\$1.50 Silk Eolians (rem- nants)
Men's \$2 all-wool Under-	75c to \$1.25 German Vestings

oys' Overcoats	Boys' Suits	
\$2.90	\$4.50 Suits \$2.48	
\$5.98	\$6.50 Suits \$4.69	
\$6.75	\$25 Hats \$7.50	
\$7.85	About 20 medium shapes and turbans, formerly \$7.00 to \$10.00 Hats \$3.50 and Turbans, for	
Ribbons	Velvet and felt Hats, for-\$2.48 merly \$5.00 and \$6.00, for\$2.48	
equard Fancy Rib- 15c	\$2.00 and \$3.00 Corsets for95c	
Satin Taffeta Rib- 19c	Silk Petticoats, prices were \$15.00 \$25.00 and \$30.00, for \$15.00	
Hosiery	\$10.000 Silk Petticoats for\$7.50	
3.00 colored Silk \$1.98	Children's \$15.00 Moire Cloaks \$6.75	
1.50 Novelty Fancy 89c	\$11.00 Black Velvet Coats for \$4.95 children for\$4.95	
1.00 fancyLisle and 69c	Children's Bonnets that were 98c	
fancy Socks25c	Some Little Things	
Lace Robes	Hose Supporters	

c	children for
c	Children's Bonnets that were \$2.75 to \$3.50 for98c
ic	Some Little Things
	Hose Supporters50
^	Dress Shields
0	Brush Binding50
0	50c Trimming150
•	75c Trimming 25c
	10c Combs
S	50c Mirrors150
c	25c Stationery, 1-lb package150
	15c Side Combs50
c	50c Pocketbooks250
	25c Belts10c
c	\$1.00 Chatelaines
	25c Brooches and Sash Pins10c
c	25c Fancy Hat Pins10c
-	

S IN THE STORE
Costumes and Coats Reduced
\$150.00 Ladies' Fine Imported Black Crepe Costume, \$75.00
One Ladies' Imported Louis XIV Tailor-made Suit of Black Broad- cloth. \$125.00 value, for
One Ladies' Imported Iverness Coat of Black Broadcloth. \$62.50
Ladies' Imported Iverness Coat of Tan Broadcloth, forty-five inches long. \$87.50 coat \$35.00
Skirt, lace ruffle and hand embroidery trimmed. \$87.50 \$37.50
Ladies' Imported all-over Lace Dress Skirt, chiffon trimming, white chiffon and silk drop skirt. \$32.50
Ladies' Fine Persian Lamb Jacket; chinchilla revers and storm collars. \$150.00 jacket \$100.00
Ladies' Alaska Seal Jackets, thirty- two inches long, sizes 36, large revers and storm collars. \$132.50
SILKS—In Remnants and Odd Lots
\$1.00 Silk Foulards 29c
65c Black Taffetas 58c
for
89c Colored Taffeta (warranted) 55c

broide

15e Jac

20e Car

inche

27-inch

Ladles

Ladies'

Ladies'

Ladies

H. P. WASSON & COMPANY